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ABSTRACT

Economic development grants have had a significant impact on the economy of Illinois and have been an excellent investment for the state. Reports submitted by the state's community colleges indicate that they assisted nearly 5,700 newly established and existing businesses and industries during fiscal year (FY) 1988. The cornerstone of the colleges' involvement in economic development is a network of business centers and economic development offices operated by each of Illinois' 39 community college districts. The primary purpose of the centers is to coordinate customized job training programs for new and existing business and industry and to provide entrepreneurship assistance. In FY 1988, the community colleges: (1) assisted in the creation and retention of 38,424 jobs, the start up or expansion of 113 companies, and the retention of 140 companies; (2) provided customized training for 1,468 companies through 2,164 courses; (3) conducted 1,819 entrepreneurship workshops and seminars and provided small business counseling and management assistance; (4) helped obtain $35,599,616 in contracts for Illinois businesses; and (5) helped to establish or operate small business incubators, or centers that provide special facilities, training, and services. In addition to these primary activities, the colleges helped to operate labor/management councils, provided quality control training, and offered training and job search services for persons seeking employment. The annual report on the economic development grants includes supporting data tables. (AJL)

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# ILLINOIS COMMUNITY COLLEGES MEAN BUSINESS

## FISCAL YEAR 1988 ECONOMIC DEVELOPMENT GRANTS

## ANNUAL REPORT

Illinois Community College Board
November 1988

IC 890 047

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# ILLINOIS COMMUNITY COLLEGES
# MEAN BUSINESS

ANNUAL REPORT
Fiscal Year 1988 Economic Development Grants
November 1988

## MESSAGE FROM THE EXECUTIVE DIRECTOR

In 1982, Governor James Thompson called upon the Illinois community college system to help lead the state into a new era of productivity, competitiveness, and prosperity as a key economic development partner. Within the year, the cornerstone of this partnership was in place with the establishment of business centers operated by public community college districts throughout the state.

Funded by economic development grants from the Illinois Community College Board with a mission not only to train people for jobs but also to create and retain jobs, these business centers provide a comprehensive, market-driven range of business development services which assisted 5,682 businesses in fiscal year 1988, for example, through customized job training, business counseling and management assistance, and government contract procurement assistance.

1988 was a particularly successful year. In April, the Illinois community college system was honored with the Keeping America Working Partnership Award from the Keeping America Working Task Force of the American Association of Community and Junior Colleges and the Association of Community College Trustees, in recognition of the system's outstanding economic development efforts.

I am proud that our community colleges provide a significant return on the investment the public makes in them -- not only trained and educated students who can be productive members of society, but also an economy that has a place for them.

David R. Pierce
Executive Director

## HIGHLIGHTS

Economic development grants have had a significant impact on the economy of Illinois and have been an excellent investment for the state. This is evidenced by reports from the community colleges indicating that they assisted nearly 5,700 newly established and existing businesses and industries during fiscal year 1988.

- Community colleges provided customized job training for 1,468 companies through 2,164 courses, serving 28,576 employees.
- Roughly 30,000 potential and existing business people were served through entrepreneurship training and services, helping establish over 700 new businesses and retain over 500 existing businesses.
- Over 2,500 businesses were assisted in obtaining over $35 million in government contracts.
- Nearly 12,000 persons were provided employment training services to improve their job skills and assist them in seeking employment.
- Fourteen community colleges helped to establish or operate small business incubators, helping start 77 companies and retain 34 companies.
- Nearly all the community college districts conducted industrial retention, expansion, and attraction efforts, which contributed to the retention of 140 firms and the start-up or expansion of 113 firms.

Through this assistance provided to businesses, community colleges were instrumental in helping businesses in the creation and retention of approximately 38,500 jobs in fiscal year 1988.

## ILLINOIS COMMUNITY COLLEGE ECONOMIC DEVELOPMENT ACTIVITIES

The cornerstone of Illinois community colleges' involvement in economic development is a network of business centers/economic development offices operated by all of Illinois' 39 districts. The primary purpose of the centers is to coordinate customized job training programs for new and existing business and industry, tailor-made to meet the businesses' specific needs. Another key activity is to provide entrepreneurship assistance to businesses through workshops, seminars, and in some cases direct consultation related to operating a business. Many community colleges regularly cooperate with other area economic development entities, such as local chambers of commerce, economic development commissions, local governments, and the Department of Commerce and Community Affairs, to assist with the attraction and retention of commerce and industry. Many community colleges also are involved in other activities as well, such as helping business seek government contracts, operating labor-management councils, and assisting with small business incubators.

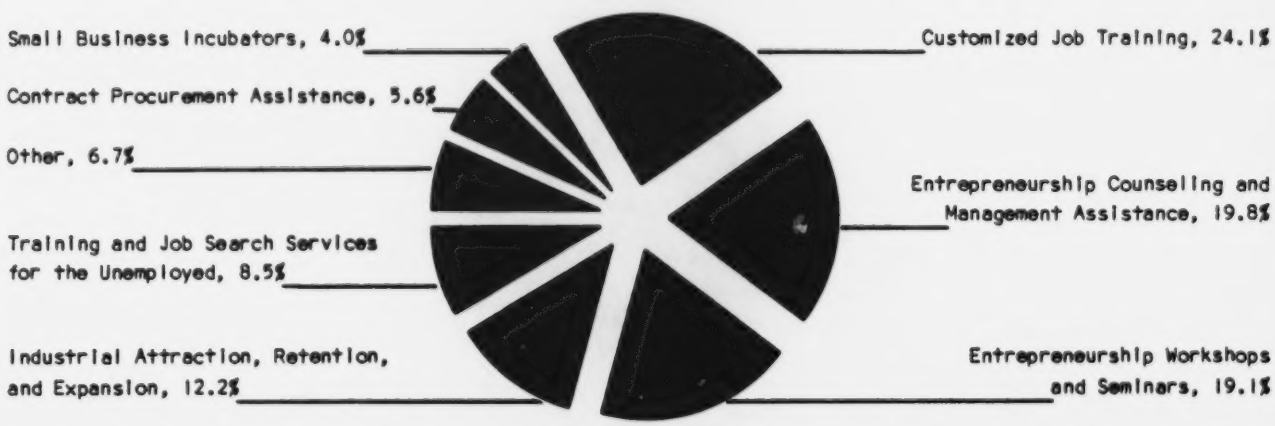
In fiscal year 1988, the ICCB provided $2,934,000 in economic development grants to the community college districts (except State Community College, which is funded on a different basis*) to operate business centers/economic development offices to provide these business training and services and to conduct other economic development activities to help create and retain jobs.

In fiscal year 1988, which was the fifth year of economic development grant funding, community college economic development activities assisted in the creation and retention of 38,424 jobs, indicating that economic development grants have indeed had a significant impact on the economy of Illinois and have been an excellent investment for the state.

Figure 1 shows the approximate percentage of time business centers devoted to the various economic development activities under economic development grants. In conducting these activities, the community colleges cooperated with key economic development groups on a regular basis.

Figure 1

**ECONOMIC DEVELOPMENT GRANT USE BY ACTIVITY**
**AVERAGE PERCENT OF TIME**


Small Business Incubators, 4.0%
Contract Procurement Assistance, 5.6%
Other, 6.7%
Training and Job Search Services for the Unemployed, 8.5%
Industrial Attraction, Retention, and Expansion, 12.2%
Customized Job Training, 24.1%
Entrepreneurship Counseling and Management Assistance, 19.8%
Entrepreneurship Workshops and Seminars, 19.1%

*This report provides a profile of community college business centers and their activities conducted under economic development grants in fiscal year 1988. The report also includes data on State Community College, which does not receive an economic development grant but receives funding through its regular allocation for economic development activities. Information herein was obtained from reports submitted by each district. Data provided on jobs created and retained summarize data provided by the community colleges regarding the number of jobs created and retained for which community college assistance was instrumental. The data reflect only a portion of all job training and economic development activities conducted by Illinois public community colleges because 1) data were not available on all economic development grant activities at each district, and 2) this report only minimally reflects economic development activities funded by other sources.

The primary economic development grant activities conducted by community colleges are discussed in more detail below.

## Industrial Attraction, Retention, and Expansion

The availability of training and skilled workers is one of the primary reasons a company stays in a community or relocates. This is particularly true for companies that are incorporating new technologies. Recognizing this, community colleges are increasingly more involved in helping companies locate, remain, or expand in their district and work regularly with their local chambers of commerce, economic development commissions, local governments, and the Illinois Department of Commerce and Community Affairs (DCCA) in this regard.

Illinois community colleges are in a unique position to participate in or lead industrial retention, expansion, and attraction efforts because they serve as the providers of job training as well as training and services to employers. Community colleges are experienced in working with both the public and private sectors, can serve as a neutral coordinating entity to bring all the parties of economic development together, and have the professional staff capacity to assist with extensive industrial development efforts at the local level.

In addition to working directly with individual industrial firms on a case-by-case basis, most Illinois community colleges cooperate with chambers of commerce, local development organizations, local banks, DCCA, and the local governments in regional industrial retention projects designed to maintain and strengthen the existing industrial base.

In fiscal year 1988, community college industrial retention, expansion, and attraction activities were conducted under economic development grants by 35 of the 39 districts. These activities assisted in the start-up or expansion of 113 companies and the retention of 140 companies, helping them create 5,625 jobs and retain 4,679 jobs.

For example, Joliet Junior College (JJC) assisted American Steel and Wire in retaining 123 jobs. JJC helped the company obtain a $19,835 grant from the Prairie State 2000 Authority, used to help design and provide a comprehensive statistical process control (SPC) training program for the company to control quality and thereby retain contracts.

## Customized Job Training

Thirty-seven community college districts provided customized job training for area business and industry under economic development grants. Customized training programs provide the business with exactly the kind of training the firm needs; whatever the subject matter, the college can design or broker a training program to fit the bill. The schedule and duration of the training are totally up to the business. Most of the customized training is conducted on-site at the company's facilities, but training also can be conducted on campus or at any off-campus site. The instructors are specially chosen depending on the company's training needs. Most frequently, instructors are expert practitioners from the field who can provide training based on actual experience.

Such training is provided under contract to train new employees and upgrade skills of existing employees in order to maintain or increase profitability. In many cases, training is provided in order to assist with a plant location or expansion in Illinois. Community colleges regularly assist businesses seeking funding for training through various state programs as well as through the Job Training Partnership Act (JTPA), but the vast majority of the training is paid for by the company itself.

In fiscal year 1988, community colleges provided customized training through 2,164 courses for 1,468 companies, serving 28,576 employees. These efforts contributed to the start-up or expansion of 65 companies, creating 2,348 jobs, and the retention of 81 companies, retaining 19,025 jobs.

For example, Carl Sandburg College provided SPC training to approximately 1,200 employees of a large manufacturing plant to improve product quality. The Prairie State 2000 Authority and the Illinois Department of Commerce and Community Affairs helped cover training costs.

## Entrepreneurship Training for Business Owners and Operators

In addition to providing training for company employees, Illinois community colleges also provide extensive training for business owners and operators. Workshops and seminars are held on a variety of topics of interest to small business, such as starting and operating a small business, business applications of computers, government financing programs, etc. These seminars and workshops frequently are cosponsored with the Small Business Administration, DCCA, or a local chamber of commerce.

Community colleges also provide entrepreneurship instruction to thousands of businesses through regular courses. For example, courses in small business administration, business law, business finance, accounting, personnel administration, and many others are available during evening hours at most community colleges. A number of community colleges also offer small business certificate and degree programs.

During this fiscal year, 37 community college districts used economic development grants to conduct 1,819 entrepreneurship workshops and seminars attended by 27,291 existing and potential small business owners and operators. These efforts assisted in the start-up or expansion of 249 companies, creating 716 jobs, and the retention of 299 companies, retaining 693 jobs.

Thirty-seven districts used these funds to provide individualized small business counseling and management assistance to 8,675 persons. Such personalized services helped in the start-up or expansion of 477 companies, creating 2,183 jobs, and the retention of 259 companies, retaining 1,854 jobs. Entrepreneurship training and services therefore aided a total of 1,284 companies and contributed to the creation and retention of 5,446 jobs.

For example, the College of Lake County helped Safety Diagnostics prepare a business plan and obtain a Small Business Innovation Research Grant, in cooperation with Northern Illinois University, to develop a prototype of a new blood extraction system. The new device, "Painless Invisible Needle System Extractor Test" (PINSET), is a minimally invasive painless blood sampling system. For another example, Illinois Valley Community College cooperated in an effort that assisted the Super Bowl in securing a site and financing to construct a 22,500 square foot bowling alley which will employ 28 workers. Olive-Harvey College helped a new janitorial service through courses and counseling on marketing and sales, personnel recruitment, and business planning, which helped the business obtain long-term commercial contracts and expand the company to six employees.

## Contract Procurement Assistance

Recognizing that government purchases represent a lucrative market for businesses, DCCA operates the Illinois Procurement Outreach Program to enlist the aid of community colleges statewide in providing procurement assistance to businesses. Rising levels of federal spending, especially for defense purposes, generate new opportunities for the creation and retention of jobs. This year alone the federal government will spend approximately $150 billion for goods and services. Providing assistance to businesses seeking federal contracts can help firms secure more federal contracts and can, therefore, have a significant impact on the state's economy.

Currently, 23 community college districts use economic development grants to provide assistance to area business and industry in seeking state and federal contracts. Some have incorporated introductory contract procurement assistance into their other services while others have implemented full-fledged programs.

In fiscal year 1988, community college districts served 2,566 firms through services such as workshops, bidder list applications, bid preparations, and counseling. These services helped obtain $35,599,616 in contracts for Illinois businesses, resulting in the start-up or expansion of 37 companies and the retention of 114 companies, creating and retaining nearly 700 jobs.

For example, Black Hawk College-Quad helped Lewis Machine & Tool Co. obtain a $836,920 contract and a $339,228 contract, yielding over $1 million in government contracts for this company. Chicago City-Wide College is participating in a statewide effort with DCCA to identify Illinois companies to sell products to Wal-Mart Stores, Inc., as part of the company's "Bring it Home to the USA" program.

## Small Business Incubators

A relatively new area for community colleges is small business incubators -- facilities that nurture new small businesses by providing special facilities, training, and services. The role of the community college can range anywhere from providing the employee training and management assistance to helping organize and even operate the incubator.

During this fiscal year, 12 community college districts were involved with small business incubators, including ten that helped with the feasibility, planning, or implementation, seven that provided services to an existing incubator, and two that operated an incubator on campus. Such efforts assisted in the retention of 34 companies, retaining 154 jobs, and the start-up or expansion of 77 companies, creating 457 jobs.

For example, Highland Community College and Moraine Valley Community College each operate a small business incubator on campus, and Daley College will as of next fall. State Community College helped establish a small business incubator in East St. Louis that houses a new construction partnership, which in turn spawned a cabinet business and an interior design and property management business.

## Miscellaneous Activities

In addition to these primary economic development activities, community colleges are involved in a variety of other activities. These activities include, for example:

- Helping operate labor-management councils
- Providing statistical quality control training to business
- Cooperating with universities and federal laboratories with technology transfer
- Operating advanced technology centers to provide the use of state-of-the-art equipment to businesses as well as students
- Assisting with international business
- Helping businesses improve their productivity

## Employment, Training, and Job Search Services for Unemployed or Underemployed Persons

In addition to being involved in economic development through services to businesses, the community colleges regularly provide training and job search services for persons seeking employment. Some of these activities are funded with economic development grants. Twenty-one community college districts used economic development grant funds in this manner, conducting 317 workshops attended by 4,159 persons, conducting 119 courses attended by 1,471 persons, and providing counseling and placement assistance to 6,288 persons.

Illinois community colleges also are heavily involved in job training under JTPA. Through the various JTPA programs, community colleges are able to conduct a wide variety of training for economically disadvantaged individuals and dislocated workers to assist them in obtaining skills for employment and to assist business and industry in obtaining skilled employees to allow them to expand or locate in Illinois. Illinois community colleges are involved in the JTPA administrative system as well, by serving on private industry councils and the state Job Training Coordinating Council, and by administering five of the 26 SDAs and 14 of the 19 dislocated worker centers in the state.

## Supporting Data

Table I summarizes the impact of each economic development activity in contributing to the creation and retention of jobs in the local community. The colleges reported that activities carried out as a result of ICCB economic development grants assisted in the creation or retention of 38,424 jobs. This is a significant increase from the creation and retention of 21,815 jobs in fiscal year 1987, 17,725 jobs in fiscal year 1986, and 9,800 jobs in fiscal year 1985 with assistance from community colleges.

Table 1

JOBS CREATED AND RETAINED WITH ASSISTANCE OF COMMUNITY COLLEGE ECONOMIC DEVELOPMENT ACTIVITIES

| Activities | Companies Assisted | Jobs Created | Jobs Retained | Total Jobs |
|---|---|---|---|---|
| Customized Job Training Programs for Business | 1,468 | 2,348 | 19,025 | 21,373 |
| Entrepreneurship/Small Business Seminars, Counseling, & Management Assistance | 1,284 | 2,899 | 2,547 | 5,446 |
| Contract Procurement Assistance to Business | 2,566 | 263 | 427 | 690 |
| Industrial Attraction, Retention, & Expansion | 253 | 5,625 | 4,679 | 10,304 |
| Assisting with Small Business Incubators | 111 | 457 | 154 | 611 |
| TOTAL | 5,682 | 11,592 | 26,832 | 38,424 |

In addition to economic development grants allocated to the community colleges through the ICCB, community colleges use funds from other sources to support economic development in their district. Table 2 shows that the economic development allocation was supplemented by nearly $24 million in revenues from training and services, state grants, business donations, and allocations from the regular community college budgets.

Table 2

OTHER FUNDS BUDGETED FOR BUSINESS CENTER/ECONOMIC DEVELOPMENT ACTIVITIES

| Source of Additional Funds | Number of Districts | Average | Total |
|---|---|---|---|
| Gross Revenues from Training and Services | 33 | $103,049 | $ 5,071,891 |
| Community College Budget/Education Fund | 21 | 56,148 | 2,189,765 |
| Private Sector Donations | 13 | 6,594 | 257,175 |
| Local Government Donations | 2 | 423 | 16,500 |
| Private Foundation Grants | 4 | 5,090 | 198,500 |
| Small Business Development Center Funds | 29 | 22,377 | 872,700 |
| Job Training Partnership Act Funds | 28 | 274,922 | 10,721,972 |
| High Impact Training Services (HITS) Grants | 19 | 36,788 | 1,434,735 |
| Industrial Training Program (ITP) Grants | 2 | 14,132 | 551,141 |
| Prairie State 2000 Authority | 15 | 12,756 | 497,495 |
| Project Chance | 3 | 9,754 | 380,410 |
| Corridors of Opportunity | 6 | 6,121 | 238,730 |
| Other | 17 | 33,495 | 1,306,287 |
| AVERAGE/TOTAL | | $608,649 | $23,737,301 |

Table 3 indicates which economic development activities are conducted by each of the 39 districts under economic development grants.

Table 3

ACTIVITIES CONDUCTED BY ILLINOIS PUBLIC COMMUNITY COLLEGES
UNDER FISCAL YEAR 1988 ECONOMIC DEVELOPMENT GRANTS

| COMMUNITY COLLEGE DISTRICTS | Industrial Attraction, Retention, & Expansion | Customized Job Training | Entrepreneurship Workshops & Counseling | Contract Procurement Assistance | Small Business Incubator Assistance | Training & Job Search Services to Unemployed |
|---|---|---|---|---|---|---|
| Belleville | X | X | X | X | | X |
| Black Hawk | X | X | X | X | | X |
| Chicago | X | X | X | X | X | X |
| Danville | X | X | X | | | X |
| DuPage | X | X | X | X | | |
| Elgin | X | X | X | | | X |
| Harper | X | X | | | | |
| Highland | X | X | X | | X | X |
| Illinois Central | X | X | X | X | | X |
| Illinois Eastern | X | | X | X | X | |
| Illinois Valley | X | X | X | X | | |
| Joliet | | X | X | | | |
| Kankakee | | X | X | X | | |
| Kaskaskia | X | X | X | X | | X |
| Kishwaukee | X | X | X | | | X |
| Lake County | X | X | X | X | | X |
| Lake Land | X | X | X | | | |
| Lewis & Clark | X | X | X | X | | |
| Lincoln Land | X | X | X | | | |
| Logan | X | X | X | X | | |
| McHenry | X | X | X | X | | X |
| Moraine Valley | X | X | X | X | X | X |
| Morton | X | X | X | X | X | |
| Oakton | X | X | X | | | |
| Parkland | X | X | X | X | | X |
| Prairie State | | X | X | | | |
| Rend Lake | X | X | X | | | X |
| Richland | | X | X | | | |
| Rock Valley | X | X | X | X | X | |
| Carl Sandburg | X | X | X | | X | X |
| Sauk Valley | X | X | X | X | X | |
| Shawnee | X | X | X | | | X |
| South Suburban | X | X | X | | X | X |
| Southeastern | X | X | X | X | | |
| Spoon River | X | X | X | X | | X |
| State Comm. Coll. | X | | | | X | X |
| Triton | X | X | X | X | X | |
| Waubonsee | X | X | X | X | | X |
| John Wood | X | X | X | X | X | X |

Colleges that Table 3 notes did not conduct specified activities under economic development grants may have conducted those activities under other funds.

## Conclusion

The results summarized herein show that the grants meet their intent of enabling community colleges to operate business centers to provide services to business and to conduct economic development activities. The results also show that economic development grants have indeed had a significant impact on the economy of Illinois and have been a very good investment for the state, evidenced by data indicating that community colleges assisted 5,682 businesses in the creation and retention of 38,424 jobs in fiscal year 1988.

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ILLINOIS COMMUNITY COLLEGES MEAN BUSINESS

Annual Report
Fiscal Year 1988 Economic Development Grants
November 1988

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Executive Director

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Illinois Community College Board

Table A-1

## INDUSTRIAL ATTRACTION, RETENTION, AND EXPANSION ACTIVITIES

| District/College | EDG Funds Used | Companies Started or Expanded | Jobs Created In These Companies | Companies Retained | Jobs Retained In These Companies |
|---|---|---|---|---|---|
| Belleville | x | -- | -- | -- | -- |
| Black Hawk | | | | | |
| Quad | x | 24 | 3347 | 66 | 1650 |
| East | x | 2 | 105 | 42 | 55 |
| Chicago | | | | | |
| City-Wide | x | 7 | 800 | 1 | 200 |
| Daley | -- | -- | -- | -- | -- |
| Kennedy-King | -- | -- | -- | -- | -- |
| Malcolm X | -- | -- | -- | -- | -- |
| Olive-Harvey | -- | -- | -- | -- | -- |
| Truman | -- | -- | -- | -- | -- |
| Washington | -- | -- | -- | -- | -- |
| Wright | x | -- | -- | -- | -- |
| Danville | x | -- | -- | -- | -- |
| DuPage | x | -- | -- | -- | -- |
| Elgin | x | 6 | 257 | 2 | 144 |
| Harper | x | -- | -- | -- | -- |
| Highland | x | -- | -- | -- | -- |
| Illinois Central | x | 3 | 65 | 7 | 275 |
| Illinois Eastern | x | -- | -- | -- | -- |
| Illinois Valley | x | 1 | 30 | -- | -- |
| Joliet | -- | -- | -- | -- | -- |
| Kankakee | -- | -- | -- | -- | -- |
| Kaskaskia | x | 1 | 152 | -- | -- |
| Kishwaukee | x | 2 | 48 | 1 | 10 |
| Lake County | x | -- | -- | -- | -- |
| Lake Land | x | 4 | 97 | 2 | 2107 |
| Lewis & Clark | x | -- | -- | -- | -- |
| Lincoln Land | x | 7 | 40 | 3 | 20 |
| Logan | x | -- | -- | -- | -- |
| McHenry | x | 1 | 60 | -- | -- |
| Moraine Valley | x | 7 | 38 | 2 | 32 |
| Morton | x | 6 | 57 | -- | -- |
| Oakton | x | -- | -- | -- | -- |
| Parkland | x | 25 | 400 | -- | -- |
| Prairie State | -- | -- | -- | -- | -- |
| Rend Lake | x | 2 | 10 | 3 | 130 |
| Richland | -- | -- | -- | -- | -- |
| Rock Valley | x | -- | -- | -- | -- |
| Carl Sandburg | x | -- | -- | -- | -- |
| Sauk Valley | x | 3 | 90 | 1 | 30 |
| Shawnee | x | 3 | 12 | 1 | 3 |
| South Suburban | x | 3 | 12 | 8 | 20 |
| Southeastern | x | -- | -- | -- | -- |
| Spoon River | x | 3 | 3 | -- | -- |
| State | x | 1 | 2 | 1 | 3 |
| Triton | x | -- | -- | -- | -- |
| Waubonsee | x | 2 | -- | -- | -- |
| John Wood | x | -- | -- | -- | -- |
| DISTRICT TOTALS | 35 | 113 | 5625 | 140 | 4679 |
| MEAN | | 2.9 | 144.2 | 3.6 | 120.0 |

Illinois Community College Board

Table A-2

**CUSTOMIZED JOB TRAINING PROGRAMS FOR BUSINESS**

| District/College | EDG Funds Used | Companies Served | Courses Provided | Employees Trained | Companies Started | Jobs Created In These Companies | Companies Retained | Jobs Retained In These Companies |
|---|---|---|---|---|---|---|---|---|
| Belleville | x | 4 | 8 | 102 | 3 | 84 | -- | -- |
| Black Hawk | | | | | | | | |
| Quad | x | 7 | 133 | 777 | 1 | 100 | 7 | 13054 |
| East | x | 4 | 5 | 54 | -- | -- | 4 | 54 |
| Chicago | | | | | | | | |
| City-Wide | x | 21 | 50 | 1115 | 7 | 800 | 1 | 200 |
| Daley | -- | -- | -- | -- | -- | -- | | |
| Kennedy-King | x | 2 | 2 | 40 | -- | -- | -- | -- |
| Malcolm X | -- | -- | -- | -- | -- | -- | -- | -- |
| Olive-Harvey | x | 2 | 3 | 90 | -- | -- | -- | 30 |
| Truman | x | 1 | 4 | 50 | 1 | 56 | -- | -- |
| Washington | -- | -- | -- | -- | -- | -- | -- | -- |
| Wright | x | 1 | 3 | 45 | 3 | 8 | -- | -- |
| Danville | x | 21 | 39 | 2417 | 2 | 230 | 2 | 585 |
| DuPage | x | 19 | 137 | 623 | -- | -- | -- | 206 |
| Elgin | x | 31 | 78 | 570 | 3 | 51 | 2 | 159 |
| Harper | x | 19 | 57 | 791 | -- | -- | -- | -- |
| Highland | x | 5 | 8 | 75 | -- | -- | -- | -- |
| Illinois Central | x | 10 | 55 | -- | -- | -- | -- | -- |
| Illinois Eastern | -- | -- | -- | -- | -- | -- | -- | -- |
| Illinois Valley | x | 28 | 39 | 450 | 1 | 30 | -- | -- |
| Joliet | x | 15 | 29 | 481 | -- | -- | 4 | 434 |
| Kankakee | x | 139 | 48 | 1569 | -- | -- | -- | -- |
| Kaskaskia | x | 5 | 10 | 98 | -- | -- | -- | -- |
| Kishwaukee | x | 6 | 13 | 144 | -- | -- | -- | -- |
| Lake County | x | 42 | 68 | 900 | -- | -- | 1 | 400 |
| Lake Land | x | 78 | 66 | 1050 | -- | -- | 1 | 1000 |
| Lewis & Clark | x | 1 | 16 | 60 | -- | -- | 1 | 60 |
| Lincoln Land | x | 200 | 100 | 400 | 7 | 40 | 3 | 20 |
| Logan | x | 6 | 6 | 78 | -- | -- | -- | -- |
| McHenry | x | 32 | 53 | 1320 | 5 | 78 | 1 | -- |
| Moraine Valley | x | 249 | 199 | 1775 | -- | -- | 3 | 109 |
| Morton | x | 7 | 28 | 164 | -- | -- | 1 | 5 |
| Oakton | x | 17 | 55 | 978 | -- | -- | -- | -- |
| Parkland | x | 38 | 85 | 1200 | 5 | 120 | -- | -- |
| Prairie State | x | 7 | 16 | 808 | -- | -- | -- | -- |
| Rend Lake | x | 40 | 20 | 2300 | -- | -- | 36 | 2300 |
| Richland | x | 13 | 31 | 77 | 5 | 129 | -- | -- |
| Rock Valley | x | 74 | 163 | 2875 | 1 | 22 | -- | -- |
| Carl Sandburg | x | 8 | 26 | 946 | 1 | 400 | -- | -- |
| Sauk Valley | x | 231 | 40 | 560 | 3 | 50 | 2 | 45 |
| Shawnee | x | 8 | 1 | 34 | 6 | 29 | 2 | 5 |
| South Suburban | x | 10 | 272 | 1292 | 4 | 50 | 4 | 109 |
| Southeastern | x | 1 | 1 | 40 | 1 | 40 | -- | -- |
| Spoon River | x | 1 | 3 | 32 | -- | -- | -- | -- |
| State | -- | -- | -- | -- | -- | -- | -- | -- |
| Triton | x | 50 | 160 | 1800 | 5 | 30 | 5 | 160 |
| Waubonsee | x | 12 | 30 | 315 | -- | -- | -- | 25 |
| John Wood | x | 3 | 4 | 81 | 1 | 1 | 1 | 65 |
| DISTRICT TOTALS | 37 | 1468 | 2164 | 28576 | 65 | 2348 | 81 | 19025 |
| MEAN | | 37.6 | 55.5 | 732.7 | 1.7 | 60.2 | 2.1 | 487.8 |

Illinois Community College Board

Table A-3

**ENTREPRENEURSHIP TRAINING AND SERVICES**

| | Workshops and Seminars | | | | | | | Individualized Counseling & Mgmt Assistance | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| District/College | EDG Funds Used | Seminars and Workshops | Number of Participants | Companies Started | Jobs Created in These Companies | Companies Retained | Jobs Retained in These Companies | EDG Funds Used | Persons Receiving Assistance | Companies Started | Jobs Created in These Companies | Companies Retained | Jobs Retained in These Companies |
| Belleville | x | 13 | 209 | 98 | 184 | 135 | 167 | x | 26 | 6 | 4 | 2 | 6 |
| Black Hawk | | | | | | | | | | | | | |
| Quad | x | 140 | 1764 | 23 | 60 | 71 | 133 | x | 522 | 29 | 56 | 30 | 70 |
| East | x | 8 | 219 | -- | -- | -- | -- | x | 46 | 2 | 167 | 7 | 49 |
| Chicago | | | | | | | | | | | | | |
| City-Wide | x | 9 | 200 | 5 | 12 | 50 | 120 | x | 979 | 27 | 812 | 101 | 598 |
| Daley | x | 10 | 333 | -- | -- | -- | -- | x | 686 | 5 | ,55 | -- | 465 |
| Kennedy-King | x | 2 | 275 | -- | -- | -- | -- | x | 3 | 1 | 1 | -- | -- |
| Malcolm X | x | 2 | 71 | -- | -- | -- | -- | x | 24 | -- | -- | 1 | -- |
| Olive-Harvey | x | 2 | 105 | -- | -- | -- | -- | x | 288 | 6 | 47 | 3 | 13 |
| Truman | x | 12 | 546 | -- | -- | -- | -- | | 49 | 22 | 37 | -- | -- |
| Washington | x | 6 | 95 | -- | -- | -- | -- | x | 300 | -- | -- | -- | -- |
| Wright | x | 13 | 120 | -- | -- | -- | -- | x | 307 | -- | -- | -- | -- |
| Danville | x | 57 | 693 | 2 | 6 | 3 | 15 | x | 94 | 1 | 2 | 1 | 65 |
| DuPage | x | 269 | 3138 | -- | 2 | -- | 10 | x | 1155 | 35 | 34 | -- | 38 |
| Elgin | x | 39 | 171 | 5 | 12 | 2 | 25 | x | 107 | 8 | 17 | 2 | 10 |
| Harper | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| Highland | x | 15 | 150 | 3 | 20 | -- | -- | x | 29 | 5 | 15 | -- | -- |
| Illinois Central | x | 552 | 6957 | -- | -- | -- | -- | x | 231 | 4 | 12 | -- | -- |
| Illinois Eastern | x | 20 | 375 | -- | -- | -- | -- | x | 109 | 19 | 52 | 4 | 24 |
| Illinois Valley | x | 5 | 78 | 1 | 2 | -- | -- | x | 150 | 7 | 36 | 8 | 29 |
| Joliet | x | 3 | 48 | 15 | 18 | -- | -- | x | 190 | 140 | 149 | 47 | 198 |
| Kankakee | x | 6 | 76 | 6 | 10 | 5 | 10 | x | 138 | 11 | 29 | 10 | 20 |
| Kaskaskia | x | 29 | 558 | -- | -- | -- | -- | x | 99 | 3 | 3 | 2 | 12 |
| Kishwaukee | x | 10 | 48 | -- | -- | -- | -- | x | 15 | -- | -- | -- | -- |
| Lake County | x | 16 | 393 | 5 | 10 | -- | -- | x | 614 | 13 | 43 | 2 | 17 |
| Lake Land | x | 10 | 395 | -- | -- | -- | -- | x | 98 | 6 | 11 | 2 | 6 |
| Lewis & Clark | x | 46 | 783 | 1 | 10 | 1 | 1 | x | 120 | 1 | 10 | -- | -- |
| Lincoln Land | x | 30 | 300 | -- | -- | -- | -- | x | 15 | -- | -- | -- | -- |
| Logan | x | 9 | 103 | -- | -- | -- | -- | x | 128 | 3 | 6 | -- | -- |
| McHenry | x | 2 | 34 | -- | -- | -- | -- | x | 12 | -- | -- | -- | -- |
| Moraine Valley | x | 9 | 129 | 2 | 34 | 1 | 11 | x | 192 | 2 | 34 | 1 | 11 |
| Morton | x | 12 | 176 | 2 | 6 | -- | -- | x | 37 | 19 | 55 | -- | -- |
| Oakton | x | 81 | 1168 | -- | -- | -- | -- | x | 12 | 2 | 14 | -- | -- |
| Parkland | x | 58 | 1150 | -- | -- | -- | -- | x | 525 | 25 | 79 | 10 | 35 |
| Prairie State | x | 58 | 364 | 15 | 57 | -- | -- | x | 15 | 2 | 5 | 1 | 3 |
| Rend Lake | x | 12 | 552 | 13 | 50 | 5 | 20 | x | 300 | 13 | 50 | 15 | 60 |
| Richland | x | 74 | 1458 | 5 | 129 | -- | -- | x | 240 | -- | -- | -- | -- |
| Rock Valley | x | 15 | 650 | 40 | 63 | 5 | 73 | x | 450 | * | * | * | * |
| Carl Sandburg | x | 34 | 421 | -- | -- | -- | -- | x | 29 | 5 | 23 | -- | -- |
| Sauk Valley | x | 14 | 210 | 4 | 16 | 3 | 10 | x | 50 | 15 | 180 | 2 | 10 |
| Shawnee | x | 15 | 691 | 4 | 9 | 2 | 6 | x | 135 | 3 | 7 | -- | -- |
| South Suburban | x | 5 | 120 | 2 | 6 | 12 | 49 | x | 26 | 3 | 5 | 2 | 16 |
| Southeastern | x | 18 | 642 | -- | -- | -- | -- | x | 261 | 12 | 60 | -- | -- |
| Spoon River | x | 2 | 200 | -- | -- | 4 | 8 | x | 100 | 8 | 48 | -- | -- |
| State | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| Triton | x | 4 | 200 | -- | -- | -- | -- | x | 36 | 5 | 25 | 5 | 40 |
| Waubonsee | x | 87 | 775 | -- | -- | -- | 35 | x | 161 | 7 | 7 | -- | -- |
| John Wood | x | 6 | 188 | -- | -- | -- | -- | x | 16 | 1 | 1 | 1 | 55 |
| DISTRICT TOTALS | 37 | 1819 | 27201 | 249 | 716 | 299 | 693 | 37 | 8675 | 477 | 2183 | 259 | 1894 |
| MEAN | | 48.6 | 699.8 | 6.4 | 18.4 | 7.7 | 17.8 | | 222.4 | 12.2 | 56.0 | 6.6 | 47.9 |

*Job creation and retention figures included under workshops and seminars data

Illinois Community College Board

Table A-4

## CONTRACT PROCUREMENT ASSISTANCE TO BUSINESS

| District/College | EDC Funds Used | Total Businesses Served | Firms Receiving Contracts | Contracts Obtained | Amount of Contracts | Companies Started | Jobs Created in These Companies | Companies Retained | Jobs Retained in These Companies |
|---|---|---|---|---|---|---|---|---|---|
| Belleville | x | 16 | -- | -- | $ -0- | -- | -- | -- | -- |
| Black Hawk | | | | | | | | | |
| Quad | x | 75 | 15 | 52 | 10,810,092 | 6 | 54 | 9 | 112 |
| East | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Chicago | | | | | | | | | |
| City-Wide | x | 579 | 9 | 55 | 3,197,232 | 20 | 12 | 100 | 200 |
| Daley | x | 1 | 1 | 1 | 900,000 | 1 | 18 | -- | -- |
| Kennedy-King | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Malcolm X | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Olive-Harvey | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Truman | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Washington | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Wright | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Danville | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| DuPage | x | 590 | 28 | 28 | 106,740 | -- | 2 | -- | 10 |
| Elgin | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Harper | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Highland | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Illinois Central | x | 93 | 12 | 22 | 1,739,756 | -- | -- | -- | -- |
| Illinois Eastern | x | 75 | 15 | 20 | 500,000 | 1 | 4 | 1 | 6 |
| Illinois Valley | x | 50 | 15 | 15 | 148,559 | 3 | 7 | 4 | 15 |
| Joliet | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Kankakee | x | 65 | 8 | 34 | 1,837,452 | -- | 17 | -- | -- |
| Kaskaskia | x | 2 | -- | -- | -0- | -- | -- | -- | -- |
| Kishwaukee | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Lake County | x | 164 | 16 | 93 | 4,856,253 | -- | 2 | -- | 22 |
| Lake Land | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Lewis & Clark | x | 6 | 1 | 1 | 75,000 | -- | -- | -- | -- |
| Lincoln Land | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Logan | x | 54 | 2 | 3 | 55,000 | -- | 4 | -- | 5 |
| McHenry | x | 5 | -- | -- | -0- | -- | -- | -- | -- |
| Moraine Valley | x | 134 | 8 | 22 | 1,060,698 | -- | 13 | -- | 20 |
| Morton | x | 27 | -- | -- | -0- | -- | -- | -- | -- |
| Oakton | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Parkland | x | 5 | 1 | 1 | 50,000 | 1 | 3 | -- | -- |
| Prairie State | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Rend Lake | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Richland | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Rock Valley | x | 229 | 38 | 40 | 6,416,980 | -- | -- | -- | -- |
| Carl Sandburg | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Sauk Valley | x | 12 | -- | -- | -0- | -- | -- | -- | -- |
| Shawnee | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| South Suburban | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Southeastern | x | 21 | 3 | 5 | 24,100 | -- | -- | -- | -- |
| Spoon River | x | 2 | -- | -- | -0- | -- | -- | -- | -- |
| State | -- | -- | -- | -- | -0- | -- | -- | -- | -- |
| Triton | x | 138 | 9 | 25 | 890,559 | 3 | 5 | -- | 2 |
| Waubonsee | x | 186 | 7 | 15 | 1,381,195 | -- | 10 | -- | 35 |
| John Wood | x | 41 | 13 | 88 | 1,550,000 | 2 | 112 | -- | -- |
| DISTRICT TOTALS | 23 | 2566 | 201 | 520 | $35,399,616 | 37 | 263 | 114 | 427 |
| MEAN | | 65.8 | 5.2 | 13.3 | $ 912,810.7 | 0.9 | 6.7 | 2.9 | 10.9 |

Illinois Community College Board

Table A-5

## SMALL BUSINESS INCUBATORS

| District/College | Planning, Feasibility, or Implementation | Assisted Existing Incubator | Operated Incubator on Campus | Companies Started | Jobs Created in These Companies | Companies Retained | Jobs Retained in These Companies |
|---|---|---|---|---|---|---|---|
| Belleville | -- | -- | -- | -- | -- | -- | -- |
| Black Hawk | | | | | | | |
| Quad | -- | -- | -- | 4 | 151 | 9 | 90 |
| East | -- | -- | -- | -- | -- | -- | -- |
| Chicago | | | | | | | |
| City-Wide | -- | -- | -- | -- | -- | -- | -- |
| Daley | x | -- | -- | -- | -- | -- | -- |
| Kennedy-King | x | -- | -- | 2 | 75 | -- | -- |
| Malcolm X | -- | -- | -- | -- | -- | -- | -- |
| Olive-Harvey | x | -- | -- | -- | -- | -- | -- |
| Truman | -- | -- | -- | -- | -- | -- | -- |
| Washington | -- | -- | -- | -- | -- | -- | -- |
| Wright | -- | -- | -- | -- | -- | -- | -- |
| Danville | -- | -- | -- | -- | -- | -- | -- |
| DuPage | -- | -- | -- | -- | -- | -- | -- |
| Elgin | -- | -- | -- | -- | -- | -- | -- |
| Harper | -- | -- | -- | -- | -- | -- | -- |
| Highland | x | x | x | 5 | 12 | 3 | 7 |
| Illinois Central | -- | -- | -- | -- | -- | -- | -- |
| Illinois Eastern | x | -- | -- | -- | -- | -- | -- |
| Illinois Valley | -- | -- | -- | -- | -- | -- | -- |
| Joliet | -- | -- | -- | -- | -- | -- | -- |
| Kankakee | -- | -- | -- | -- | -- | -- | -- |
| Kaskaskia | -- | -- | -- | -- | -- | -- | -- |
| Kishwaukee | -- | -- | -- | -- | -- | -- | -- |
| Lake County | -- | -- | -- | -- | -- | -- | -- |
| Lake Land | -- | -- | -- | -- | -- | -- | -- |
| Lewis & Clark | -- | -- | -- | -- | -- | -- | -- |
| Lincoln Land | -- | -- | -- | -- | -- | -- | -- |
| Logan | -- | -- | -- | -- | -- | -- | -- |
| McHenry | -- | -- | -- | -- | -- | -- | -- |
| Moraine Valley | x | x | x | 1 | 5 | -- | -- |
| Morton | x | -- | -- | -- | -- | -- | -- |
| Oakton | -- | -- | -- | -- | -- | -- | -- |
| Parkland | -- | -- | -- | -- | -- | -- | -- |
| Prairie State | -- | -- | -- | -- | -- | -- | -- |
| Rend Lake | -- | -- | -- | -- | -- | -- | -- |
| Richland | -- | -- | -- | -- | -- | -- | -- |
| Rock Valley | -- | x | -- | 7 | 30 | -- | -- |
| Carl Sandburg | x | x | -- | 6 | 8 | 4 | 6 |
| Sauk Valley | x | x | -- | 3 | 6 | -- | -- |
| Shawnee | -- | -- | -- | -- | -- | -- | -- |
| South Suburban | x | x | -- | 30 | 90 | 5 | 15 |
| Southeastern | -- | -- | -- | -- | -- | -- | -- |
| Spoon River | -- | -- | -- | -- | -- | -- | -- |
| State | x | -- | -- | 13 | 48 | 13 | 36 |
| Triton | x | -- | -- | -- | -- | -- | -- |
| Waubonsee | -- | -- | -- | -- | -- | -- | -- |
| John Wood | -- | x | -- | 6 | 32 | -- | -- |
| DISTRICT TOTALS | 10 | 7 | 2 | 77 | 457 | 34 | 154 |

Illinois Community College Board

Table A-6

## EMPLOYMENT, TRAINING, AND JOB SEARCH SERVICES FOR UNEMPLOYED OR UNDEREMPLOYED PERSONS

| District/College | EDG Funds Used | Non-Credit Workshops | Number of Participants | Non-Credit Courses | Number of Participants | Number Receiving Counseling/Placement |
|---|---|---|---|---|---|---|
| Belleville | x | 11 | 110 | 4 | 37 | 147 |
| Black Hawk | | | | | | |
| Quad | x | -- | -- | -- | -- | 10 |
| East | -- | -- | -- | -- | -- | -- |
| Chicago | | | | | | |
| City-Wide | x | 12 | 180 | 35 | 385 | 535 |
| Daley | -- | -- | -- | -- | -- | -- |
| Kennedy-King | x | 3 | 425 | -- | -- | 150 |
| Malcolm X | -- | -- | -- | -- | -- | -- |
| Olive-Harvey | x | -- | -- | -- | -- | 121 |
| Truman | -- | -- | -- | -- | -- | -- |
| Washington | -- | -- | -- | -- | -- | -- |
| Wright | x | 147 | 1744 | -- | -- | 12 |
| Danville | x | 2 | 28 | -- | -- | 28 |
| DuPage | -- | -- | -- | -- | -- | -- |
| Elgin | x | 23 | 133 | 12 | 33 | 715 |
| Harper | -- | -- | -- | -- | -- | -- |
| Highland | x | -- | -- | -- | -- | 50 |
| Illinois Central | x | 3 | 65 | -- | -- | 65 |
| Illinois Eastern | -- | -- | -- | -- | -- | -- |
| Illinois Valley | -- | -- | -- | -- | -- | -- |
| Joliet | -- | -- | -- | -- | -- | -- |
| Kankakee | -- | -- | -- | -- | -- | -- |
| Kaskaskia | x | -- | -- | -- | -- | 2 |
| Kishwaukee | x | -- | -- | -- | -- | 30 |
| Lake County | x | -- | -- | -- | -- | 400 |
| Lake Land | -- | -- | -- | -- | -- | -- |
| Lewis & Clark | -- | -- | -- | -- | -- | -- |
| Lincoln Land | -- | -- | -- | -- | -- | -- |
| Logan | -- | -- | -- | -- | -- | -- |
| McHenry | x | -- | -- | -- | -- | 50 |
| Moraine Valley | x | 32 | 440 | 32 | 556 | 459 |
| Morton | -- | -- | -- | -- | -- | -- |
| Oakton | -- | -- | -- | -- | -- | -- |
| Parkland | x | 24 | 350 | 3 | 41 | 750 |
| Prairie State | -- | -- | -- | -- | -- | -- |
| Rend Lake | x | 38 | 479 | -- | -- | 2143 |
| Richland | -- | -- | -- | -- | -- | -- |
| Rock Valley | -- | -- | -- | -- | -- | -- |
| Carl Sandburg | x | 2 | 75 | 15 | 120 | 318 |
| Sauk Valley | -- | -- | -- | -- | -- | -- |
| Shawnee | x | -- | -- | -- | -- | 94 |
| South Suburban | x | 15 | 80 | 8 | 80 | 40 |
| Southeastern | -- | -- | -- | -- | -- | -- |
| Spoon River | x | -- | -- | 1 | 30 | 30 |
| State | x | 5 | 50 | 6 | 50 | 90 |
| Triton | -- | -- | -- | -- | -- | -- |
| Waubonsee | x | -- | -- | 3 | 139 | 121 |
| John Wood | x | -- | -- | -- | -- | 8 |
| DISTRICT TOTALS | 21 | 317 | 4139 | 119 | 1471 | 6288 |



ERIC Clearinghouse for Junior Colleges MAR 30 1989